SMART KITCHEN BUDGETING

HOBART WAREWASH

TODAY'S PRESENTER'S

Matthew Cautin
Sales Development Manager
Matthew.Cautin@itwfeg.com
(937) 941-8676

Pete Terwilliger
Sr. Business Development Manager
Pete.Terwilliger@itwfeg.com
(952) 495-0163

AGENDA

Staffing

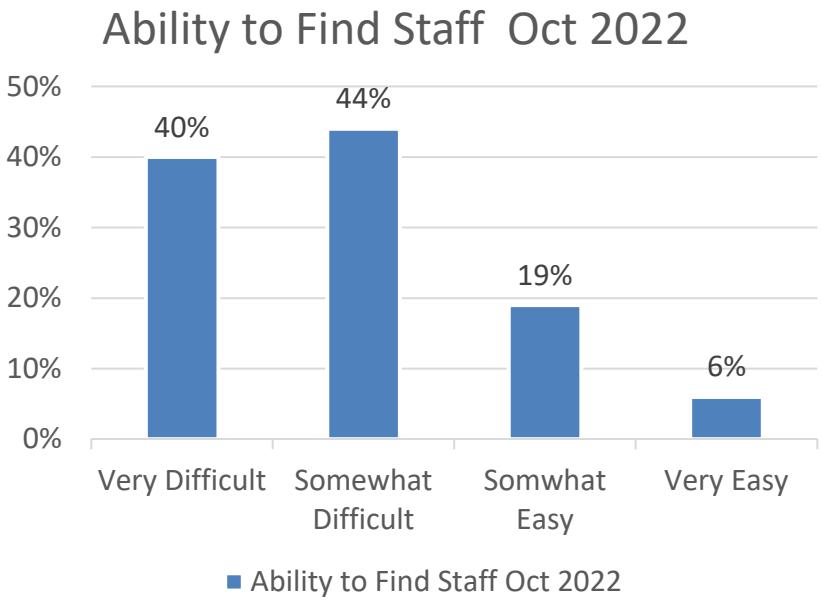
- Concerns
- Creative Solutions

Smart Budgeting

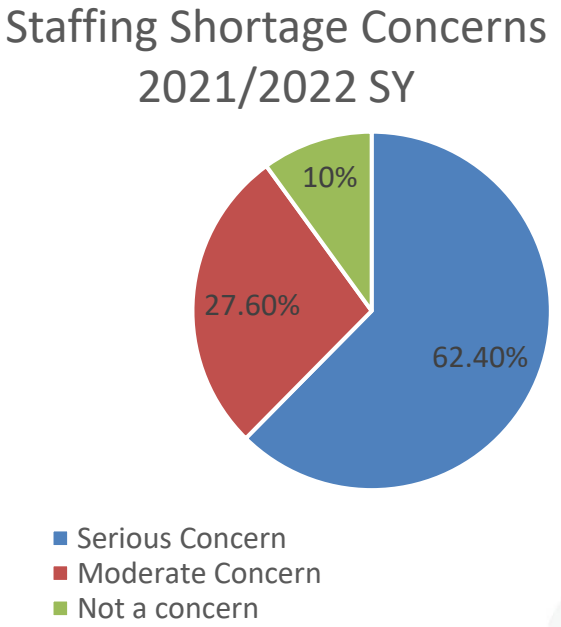
- Disposables vs. Reusables

Hobart Warewash Solutions

STAFFING ISSUES



Source - https://ies.ed.gov/schoolsurvey/spp/



Source - https://schoolnutrition.org/wp-content/uploads/2022/04/Back-to-School-Report-2021.pdf

FINDING STAFF ON CAMPUS

Schools using students on campus

- **Work Experience**
- **Credits along with a paycheck**
- **Bring fresh meal ideas**

Source:
https://www.foodservicedirector.com/operations/high-school-nutrition-team-hires-students-combat-staffing-challenges

ITW FOOD EQUIPMENT GROUP

Roper Mountain

Nine Week Course that leads to a ServeSafe Exam and Certification

“Our goals are to help these students become employable, and we want them to be able to be good, strong competitive employees in the job market and be able to get the jobs they want,”

“These kids are often overlooked, not given the chances that they deserve, and sometimes they have skills they don’t even realize.”

Source
https://www.foodservicedirector.com/operations/take-look-greenville-county-schools-newest-eatery-inside-roper-mountain-science#page=0

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CALIFORNIA (MAKING FOOD SERVICE) COOL

$2 Billion in the state budget for school food infrastructure, staff training, and more freshly prepared, CA-grown meals

- ❑ Includes $45 million for California Healthy School Meals Pathway program for school food service workers
- ❑ $600 million for school kitchen equipment and upgrades to school kitchen infrastructure

Source - https://www.schoolmealsforall.org/news/ca2022budget/

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ADDITIONAL CREATIVE STAFFING IDEAS

- ❑ PTA/Parent Volunteer Days
- ❑ Reach out to bus drivers or other part time staff
- ❑ Receive great service at a restaurant or retail space? Ask them to join your team!

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STAFFING & EDUCATION SOLUTIONS

The School Cafeteria is a classroom

Responsibility
Accountability
Education

- ❑ **The Japanese Approach (Shokuiku = Food Education)**
- ❑ **Students are active participants in preparing/serving/cleaning**
- ❑ **Delegate simple tasks while teaching about foods/health/nutrition/source of food**

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REUSABLES vs. DISPOSABLES

Case Studies

Plastic – waste and pollution

Supply Chain Factors

PALO ALTO UNIFIED MOVES TO REUSABLES

INSTITUTION PROFILE:

Name:
Palo Alto Unified School District

Location: Palo Alto, CA

Student Population:
12,000

Food Vendor:
Sodexo

Food Services:
Breakfast and Lunch

Length of School Year:
41 weeks/180 school days

Ware Washing:
Dishwasher at Central Kitchen

Employees:
Full kitchen staff, custodians, part-time food delivery drivers

The Palo Alto Unified School District (PAUSD) is comprised of 12 elementary schools, three middle schools, and two high schools.

The average daily participation in school meals at the elementary schools is 400 students for breakfast and 3,400 students for lunch. All food is prepared and distributed from two central kitchens.

Highlights

- 12 elementary schools district-wide serving 3,400 students daily
- Central kitchen preparation and distribution model is adapted for the collection, return, washing and storage of new reusable foodware
- 7 foodware items transition to reusable
- $25,000 in annual *net* cost savings*
- 436,540 pieces of disposable packaging eliminated every year
- 8,152 pounds of waste prevented every year
- Two new jobs created to carryout reusable food operations

*Net Cost Impact considers any upfront and ongoing costs associated with the purchase and care of reusable items and capital improvements needed to carry out ReThink Disposable's recommendations.

Results

Disposable Product Replaced or Minimized	Practice Implemented	Percent Disposable Reduction	Annual Quantity of Disposable Items Eliminated	Payback Period (months)	Annual NET Cost Savings After Payback Period ($)	Annual Waste Reduction (lbs.)
#5 Plaid Food Tray	Red baskets	92%	149,500	2.4	$5,644.16	1,450
#3 Plaid Food Tray	Red baskets	11%	8,000	32.7	$416.16	89
Plastic Heavy Weight Spoon	Stainless steel sporks	100%	35,000	23.3	$942.55	65
Plastic Heavy Weight Fork	Stainless steel sporks	100%	31,000	26.4	$834.83	248
8x9x3 Hinged Container	Whirley reusable clamshells	100%	5,000	16	$1,363.50	500
Plastic Sporks	Stainless steel sporks	100%	157,440	4.2	$5,249.64	763
Plastic Container w/ Lid	Whirley reusable clamshells	100%	39,600	1.7	$13,050.18	4,950
Plain Foil Sandwich Bag	Whirley reusable clamshells	100%	11,000	41.7	$522.17	88
Other Products to Support Changes	Bus tubs, carts, drying racks, etc.	-	-	-	-$8,476.96*	-
Labor	1 van driver and 1 dishwasher	-	-	-	-$27,000	-
Waste Hauling	Trash + compost	-	-	-	$23,976.96	-
TOTALS:		**AVERAGE % Reduction of targeted foodware: 88%**	**TOTAL # Reduced: 436,540 pieces**	**AVERAGE Payback Period: 5 months**	**TOTAL Net Savings: $16,523.19 year one, and $25,000.15 year two and beyond**	**TOTAL Waste Reduction: 8,152 lbs.**

*One-time infrastructure setup cost only affecting year one's savings.

Source
https://ceh.org/wp-content/uploads/2020/03/ReThinkDisposable_CaseStudy_PAUSD_2019web.pdf

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BERKELEY UNIFIED SCHOOL DISTRICT BUDGET

BERKELEY UNIFIED SCHOOL DISTRICT REUSABLES INITIATIVE
Proposed Budget
Prepared: June 4, 2021

	PLAN A: 2-SCHOOL PILOT	PLAN B: HYBRID DISHWASHING MODEL
Pilot Implementation Plan	Implement reusable trays, bowls, cups and sporks at 2 elementary schools with on-site dishwashers.	Implement reusable trays, bowls, cups and sporks at all 11 elementary schools, with onsite dishwashing at Cragmont and Muir Elementary Schools, and 7 elementary schools sending dirty dishes to King Middle School as the central dishwashing hub.
	YEAR ONE COST	
Reusable Foodware and Supplies *(one-time cost)*	$10,474	$81,322	
Additional Labor *(annual)**	$11,203	$36,655	See "Labor Calculation" tab for details
Dishwasher Operating Expense (annual)	$1,380	$5,880	See **Attachment A** for operation expense tables
Waste Hauling Savings (annual)**	-$6,563	-$49,501	See "Refuse Expenses" tab for details
Disposable Foodware Savings (annual)	-$8,400	-$42,000	
TOTAL YEAR ONE COST	**$8,094**	**$32,356**	
	ONGOING ANNUAL COST @ YEAR TWO and BEYOND	
Reusable Foodware Replacement (e.g. 50% of spork inventory)	$616	$5,832	
Additional Labor *(annual)**	$11,203	$36,655	See "Labor Calculation" tab for details
Dishwasher Operating Expense (annual)	$1,380	$5,880	
Waste Hauling Savings *(annual)***	-$6,563	-$49,501	See "Refuse Expenses" tab for details
Disposable Foodware Savings *(annual)*	-$8,400	-$42,000	
TOTAL YEAR TWO+ COST	**-$1,764.00**	**-$43,133.99**	

***Addtional labor costs:**
Plan A: Assumption is that the Nutrition Services Assistant (NSA) at each elementary school will need one addtional hour to wash dishes
Plan B: Assumption is that the onsite NSA at each elementary school that will be washing their own dishes will need an additional hour to wash dishes, plus a FTE driver
****Waste Hauling Savings:**
Assumption is that each school will be able to reduce the volume of trash by at least 30% . This is based on a conservative proxy of the 45% reduction experienced at the Palo Alto Unified School District after they implemented reusables foodware.

$43,133.99 savings by year 2

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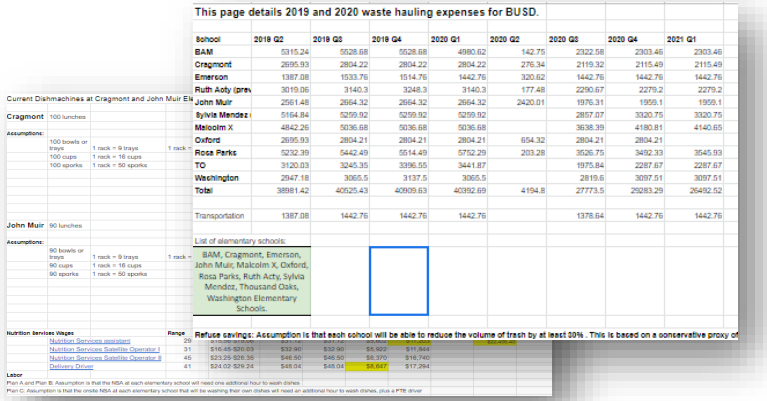
BERKELEY UNIFIED SCHOOL DISTRICT BUDGET

Expenses Defined

- ❑ Large savings even with a 50% estimated replacement of equipment
- ❑ Largest savings in refuse, they estimate 30% reduction, Palo Alto reached 45%
- ❑ Upfront costs from previous slide include salary for driver/dishwasher.



This page details 2019 and 2020 waste hauling expenses for BUSD.

School	2019 Q2	2019 Q3	2019 Q4	2020 Q1	2020 Q2	2020 Q3	2020 Q4	2021 Q1
BAM	5315.24	5528.68	5528.68	4980.62	142.75	2322.58	2303.46	2303.46
Cragmont	2695.93	2804.22	2804.22	2804.22	276.34	2119.32	2115.49	2115.49
Emerson	1387.08	1533.76	1514.76	1442.76	320.62	1442.76	1442.76	1442.76
Ruth Acty (prev	3019.06	3140.3	3248.3	3140.3	177.48	2290.67	2279.2	2279.2
John Muir	2561.48	2664.32	2664.32	2664.32	2420.01	1976.31	1959.1	1959.1
Sylvia Mendez	5164.84	5259.92	5259.92	5259.92		2857.07	3320.75	3320.75
Malcolm X	4842.26	5036.68	5036.68	5036.68		3638.39	4180.81	4140.65
Oxford	2695.93	2804.21	2804.21	2804.21	654.32	2804.21	2804.21	
Rosa Parks	5232.39	5442.49	5514.49	5752.29	203.28	3526.75	3492.33	3545.93
TO	3120.03	3245.35	3396.55	3441.87		1975.84	2287.67	2287.67
Washington	2947.18	3065.5	3137.5	3065.5		2819.6	3097.51	3097.51
Total	38981.42	40525.43	40909.63	40392.69	4194.8	27773.5	29283.29	26492.52
Transportation	1387.08	1442.76	1442.76	1442.76		1378.64	1442.76	1442.76

List of elementary schools:

BAM, Cragmont, Emerson, John Muir, Malcolm X, Oxford, Rosa Parks, Ruth Acty, Sylvia Mendez, Thousand Oaks, Washington Elementary Schools.

Refuse savings: Assumption is that each school will be able to reduce the volume of trash by at least 30% . This is based on a conservative proxy of

MINNETONKA, MN SWITCHES TO REUSABLES

2,000 Student School

In the first year, the schools saved approximately $3,000 combined by buying the reusable utensils and bowls. The annual per student costs for food-ware dropped from $6.89 to $4.83.

Environmental impacts included prevention of about 6,000 lb. of on-site solid waste in the first year. Instead of buying 700,000 plastic utensils, the school purchased just 12,000 metal reusable utensils. Taken alone, the metal utensils resulted in a 77% reduction in greenhouse gases and water consumption over disposable plastic utensils.

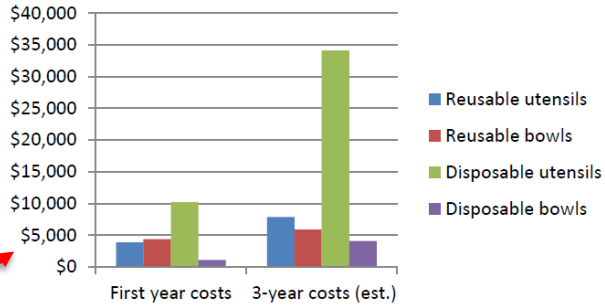
of use, the greater the savings. Assuming a 3-year life span of the reusables, even with budgeting for replacement of 20% loss in Year 2 and 3, MPCA estimated the schools would save about $23,000 over three years. The per student cost for food ware, per year, after three years, was estimated to drop from

In each school, project researchers counted how many dishwasher loads were run for three different days of lunches before the switch and after the switch. Prior to use of the reusable utensils and bowls, staff ran

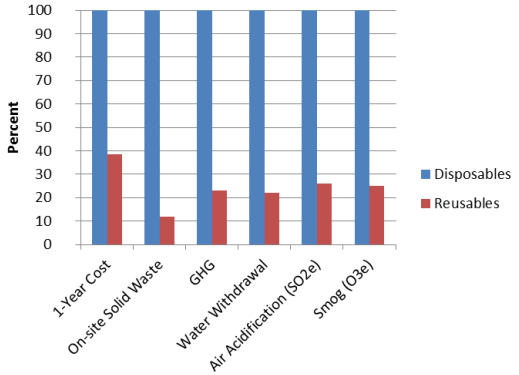
Afterwards, the average was 41.5 (increase of just 3.5 loads per day at each school).

Source
https://www.pca.state.mn.us/business-with-us/school-waste-reduction

Purchase costs of food ware: 1- and 3-year comparison



First year impacts of reusables as percentage of disposables (utensils only)



BISHOP O'DOWD HIGH SCHOOL CASE STUDY

Results:

Recommendation	Products Replaced or Minimized	% Disposable Reduction	Payback Period	Annual Savings *(after payback period)*	Annual Waste Reduction
Replace disposable plate with reusable basket	9-inch Round plate	81%	21 days	$6,415	3,339 lbs.
Replace disposable plate with reusable basket	9-inch Oval plate	8%	0 days	$44	37 lbs.
			TOTAL	**$6,459**	**3,376 lbs.**

THE BOTTOM LINE

- $6,459 annual reduction in disposable foodware costs after payback period
- 3,376 pounds (1.69 tons) of waste reduced annually
- Improved presentation of food
- Students practice daily sustainable behavior choices
- 100,212 disposable plates reduced per year

Source
https://ceh.org/wp-content/uploads/2021/05/CS_BODHS_01.27.16a.pdf

MANUAL VS. AUTOMATED DISH WASHING

Labor Savings

- ❑ More than 40% reduction in wash time over manual washing

Cost Effective and Sustainable

- ❑ Up to 68% less water consumption

- ❑ 100% compliance to food safety requirements on water temperature and sanitization

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MANUAL VS. AUTOMATED DISH WASHING

Supply Chain Factors with Disposables

- Replacements needed often, no guarantee of on time deliveries or availability

- Hall's distributor couldn't get sporks, spoons or forks and she had to run to her local Sam's Club to buy 60,000 of each "to get us through for a few days in hopes the truck would show up,“

- When the COVID-19 pandemic began, Lee County Schools converted exclusively to throwaway five-compartment trays for cafeteria lunches. Pre-COVID, those trays cost the district $19.50 for a case of 500. Now, they're anywhere from $40 to $80 per case.

- $4 fuel surcharge per delivery, per school site. With 11 school sites in the district receiving at least two deliveries per week, the additional fees stack up.

Also these disposables are Toxic.....

PFAS

- Attention-Deficit Hyperactivity Disorder
- Delayed Puberty
- Obesity
- Testicular Cancer
- Breast Cancer
- Increased likelihood and severity of COVID

Styrene

- Cancer
- Genetic Damage
- Sperm Damage
- Reduced Fertility
- Birth Defects

Source
https://docs.google.com/presentation/d/1OApksqZedZcBbefA6aP-azpALds6KR3xvTWqIa_tP3A/edit#slide=id.g11e793cce8e_0_400

PLASTIC WASTE

- ❑ **Approximately 91% of plastic is not recycled**
- ❑ **32% of all plastic packaging finds its way into oceans**
- ❑ **The average plastic bag is used for just 12 minutes**
- ❑ **Scientists have found microplastics in our lungs, liver, digestive tract, and blood**
- ❑ **Plastic does not bio-degrade**

- ❑ **If every school in the US reduces just 2 pieces of plastic per lunch each day, we can eliminate 10 Billion pieces of plastic per school year!**

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REUSABLE WARE GUIDEBOOK

PARTNER RESOURCES

- https://www.caenergywise.com/instant-rebates/#qualifying-products
- https://www.plasticfreerestaurants.org/subsidy
- https://schools.journeyed.com/coops/
- https://ceh.org/

Source
https://www.stwnewspress.com/news/concerns-about-disposable-lunch-trays-spur-students-to-raise-funds-for-sms-dishwasher-reusable-trays/article_2c41c430-4c03-11ed-ad85-f32a17ea459b.html

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HOBART IS COMMITTED TO A SUSTAINABLE DISHROOM!

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HOBART TECHNOLOGY SOLUTIONS PROVIDE MEASURABLE BENEFITS & SAVINGS

Automatic Soil Removal (ASR)
cuts pre-scrapping labor time by 20% & cuts wash-water changes by 50%.

Drain Water Energy Recovery (DWER)
recycles heat from drain water to save 20% on energy & reduce drain water tempering 90%.

Ventless Energy Recovery
eliminates the need for a vent hood saving $3,500 or more on installation.

Auto-Delime
automates deliming so staff can focus on other tasks.

Two-Level Washing
doubles racks/hour to increase capacity and wash more ware in less time.

Food Safety Safeguards
lockouts for empty chemicals or low temperatures maintain consistent sanitization on every cycle.

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Hobart AM16 - Water, Labor and Energy Savings

DOOR TYPES

AM16

Focus on labor & operating savings,
& best-in-class wash performance.

HOBART

AMTL

Labor savings with highest throughput door type

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Hobart Reusable Single Cup Washer

SCW - SINGLE CUP WASHER

- Eliminates the use of disposable cups - accepts a variety of cup sizes and materials
- Integrates into point of purchase counters for easy exchange between customer & Barista

HOBART

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LEASE-TO-OWN OPTION

Tax-Exempt Financing

For City, County and State Government Entities

Marlin makes financing an attractive option for government entities with tight budget constraints.

Debt:

Tax exempt financing obligations are NOT considered debt, but a current expense and does not impact the municipalities available debt limitations.

100% Financing:

Public entities are able to include soft-costs such as delivery and installation.

Quick and Simple:

Credit decisions are issued within 4 hours and documentation is supplied either the same day or the next business day.

Budget Saver:

Financing allows public entities to acquire the equipment they need now rather than waiting until the next fiscal year.

Matching Terms:

Agreements may be designed to match the term for the expected useful life of the asset.

Flexibility:

Payments can be made upon installation or in some instances delayed until the next fiscal year.

Acquire Your Asset Without Acquiring Debt:

Payments are subject to annual appropriations, which means the obligation is not subject to statutory debt limitations. Since no debt is created, the finance agreements do not require voter approval.

Bundle equipment + Install + Service into 1 monthly payment

3-5 year financing with $1 buyout at end of term

What Size Dishwasher Do You Need?

There are five basic types of commercial dishwashers. Determining which type is best for your operation will depend on a variety of factors, including:

- Volume and type of service provided.
- Type of ware and utensils you'll be washing.
- Utilities
- Building layout
- Local and federal regulations, such as plumbing and building codes.

Racks Per Hour

13–34

Glasswashers & Undercounter Warewashers

Have a compact footprint and run 24–34 racks per hour, good for bars and operations serving up to 50 meals per hour.

Learn More

12–20

Pot, Pan & Utensil Washers

Are specially engineered for messy, oversized ware generated in the back-of-the-house. They are well suited to bakeries, delis and other food prep environments.

Learn More

ENERGY STAR PARTNER

36–80

Door Type Warewashers

Are designed for operations serving 50–100 people per meal and are efficient for operations putting through up to 60 racks per hour. The door slides up for chamber loading in either a pass-through or corner application.

Learn More

Learn More

202–342

Rack Conveyors

Move dishes on a rack through the wash and rinse system, washing 202-342 racks per hour for higher volume operations serving 250–1,500 meals per hour.

Learn More

15,000
(Dishes per Hour)

Flight Type (Rackless Conveyor) Dishwashers

Are manufactured for high-volume operations serving more than 1,500 meals per hour and can wash up to 15,000 dishes per hour. The belt conveyor takes ware through the pre-wash, wash and rinse tank.

Learn More

Let us help you find the perfect dish machine for your school or district!

Visit our website for additional information

https://warewash.hobartcorp.com/reusables

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QUESTIONS?

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THANK YOU!


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